

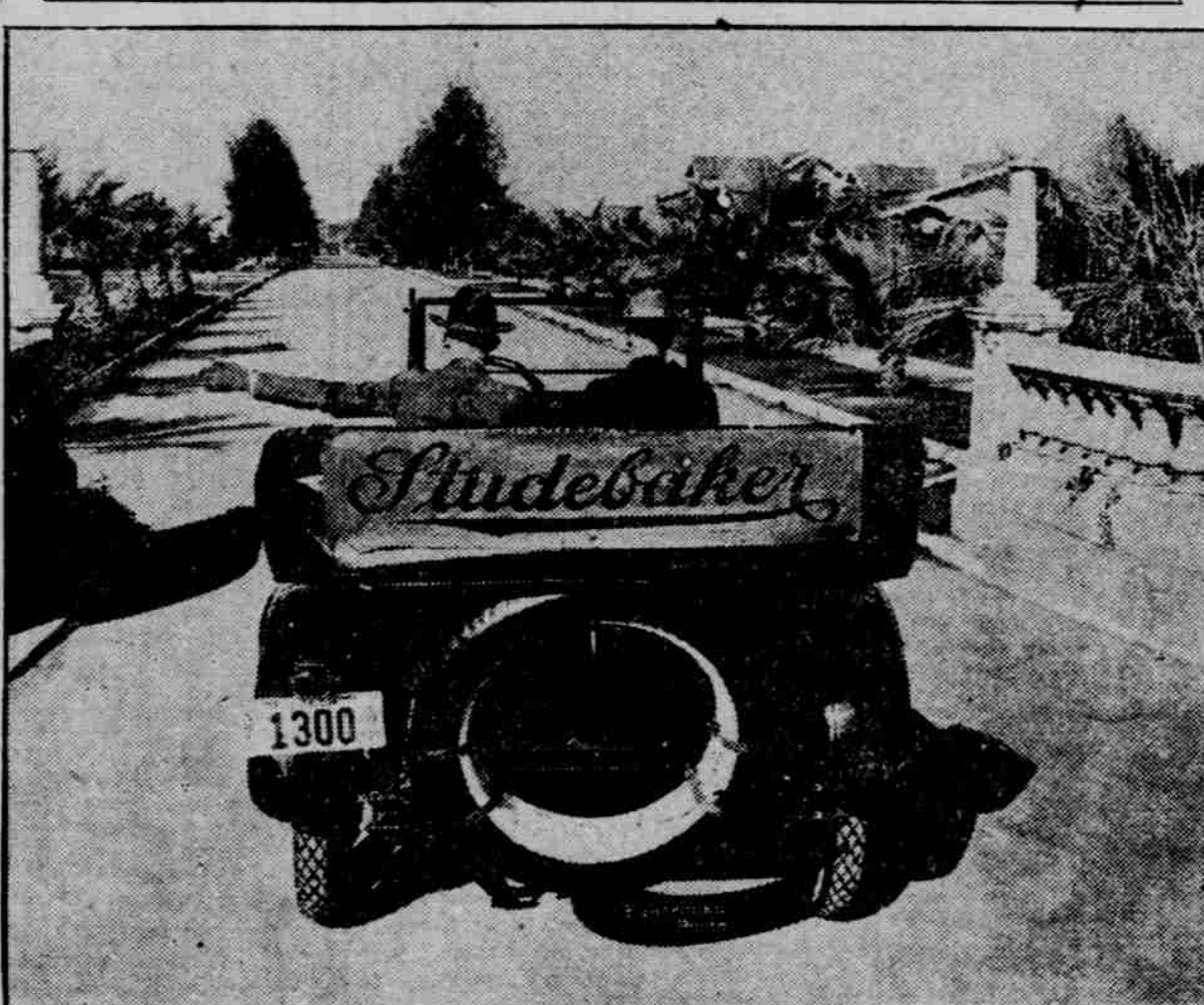
# Improper Hand Signals Cause Many Accidents

## TURN TO THE RIGHT



The average driver of an auto sits on the left side of his car. If he is going to turn to the right there is a signal to give. Put your left hand up in the air and hold it there for a sufficient length of time for anyone behind you to see it. Don't lean way across and put out your hand on the right hand side of the car. If someone else is riding with you it is proper for them to do it, but oftentimes they do not know when you are going to turn. So be careful, when you turn to the right put your left hand up in the air, way up high so everyone can see it. Drivers coming here from the coast or other points, remark every time they go on the street at the carelessness here in giving signals. These pictures show the proper way in which to signal and a little care will make accidents somewhat fewer than they are at the present time.

## TURN TO THE LEFT



It is very simple to signal the car behind you that you are going to turn to the left. Simply put out your left hand and hold it there nice and stiff and straight. Don't just stick it out and pull it back again, but hold it there for a few seconds. Be careful and don't let your arm drop down, because the driver behind you may think you are going to stop. All this sounds very simple, but every day on the streets of Phoenix people are giving the wrong signals or else giving them in such a fashion the person in back does not know what they mean. The arm straight out from the left hand side of the car means "I am turning to the left", and by giving it many accidents are avoided.

## THIS CAR IS STOPPING



Frequently cars stop down town without a single signal from the driver. This is exceedingly dangerous, and accidents may be avoided by a simple little signal such as the one shown above. The arm dropped down on the outside of the car at about a 45 degree angle means you are going to stop your car. It is always well to leave the arm down from the moment you decide to stop the car until the car has lost all motion. In this way machines coming from behind at quite a distance will be made aware that you are slowing up. The same signal may be used if you are about to slow up and not stop. The three pictures shown on this page of the proper way to signal are based on universal usage. They were posed by C. E. Pottberg of Barrett & Pottberg.

## SALES MANAGER FOR G. M. C. LIKES DEVELOPMENT OF THIS TERRITORY

"I certainly think more of this territory now than I did a year ago," said W. H. Day, sales manager for the G. M. C. Motor Truck company of Pontiac, Michigan, in speaking of the remarkable development made here in the truck world. Day is here visiting the Ingleside club after a long siege of illness in the east. During his sojourn here he has been a constant caller at the sales rooms of Cal Messner, state distributor for the G. M. C. truck.

"You know I was down here about a year ago and conditions did not look any too well for us then, he continued, "but Messner has gone ahead and done wonders down here. His territory is second to none in the United States in point of putting trucks out. He has certainly put G. M. C. on the map down here."

Day is a rather young man to hold so big a job, but a short conversation convinces one that he is well fitted to put G. M. C. trucks on the roads of the country.

He is certain though that trucks are not going to displace the old reliable truck horse. Of course he explained that horses had been dropping back fast in the big cities and in other places where long hauls have to be made, but there will always be a place for a few horses in this scheme of existence. As to the claims made by some people interested in the future welfare of the four-footed animals, that it is cheap to use them for hauling than it is to use a truck, Day is somewhat skeptical. "There are very few men who know how much it costs to haul goods by teams. You know the type of old style contractor who had a large number of teams. He never kept any track of how much they cost him and the men he employed were not capable of figuring such things. That being the case I don't believe there is any large user of horse in the country today who knows exactly the cost of maintenance. On the other hand there are lots of companies using trucks who keep a very accurate set of books on their costs and know to a penny how

much their outlay is every month on every truck. "I don't think it is necessary to build a special truck for pneumatic tires," said Day, thereby smashing another well formed theory, which has been going the rounds of automobile men for some time. "Of course it is necessary to make them a little faster," he continued "for pneumatics allow for more speed, but as to radically changing the design I don't think it necessary. They are talking of course about specially designed trucks for pneumatics, but that means speeding them up. Neither do I think that the day of the solid tires has passed. There is no getting around the fact that pneumatics are a great thing, and that they enable a truck to get around a lot faster, but for exceedingly heavy loads in the big cities and for several other kinds of work I believe the solids will continue to be popular."

According to Mr. Day there is a great demand for American trucks in England. In spite of the heavy import tax English users of heavy machines are constantly demanding more. Of course the rate of exchange causes some trouble, but at the same time this country is selling thousands of trucks to import companies. But in France the story is different. The French government has thousands of American trucks on hand. It is the opinion of some leading truck authorities that in order to give American trucks a black eye the French government is purposely letting them run down. There are millions of spare parts for American trucks rusting away in various portions of that country, while the government refuses to put them on the market. In order to fit this many truck manufacturing companies are rushing spare parts to their dealers in France and making an effort to keep their trucks going. This they believe will offset the inroads which German trucks are making in France, for it is true that the Germans are making thousands of trucks and are flooding France with them and for some reason or other they are more popular there than American trucks.

## New Sales Manager for Southern Motor Co. Inc.



CHARLES POPE

The announcement was made this week that Charles Pope, one of the best known young business men of Phoenix had become associated with the Southern Motor Co., Inc. in the capacity of general sales manager. No change of recent date in the automobile world of Phoenix has caused so much comment. Pope is known from one end of the state to the other, and in Phoenix he has a wide circle of friends who are congratulating him on his new connection. Pope has been in the automobile business for six years. He started in Phoenix with Ed Rudolph. Later he went with McArthur Brothers, with whom he remained until the outbreak of the World War, when he enlisted in the navy. He was in the service two years, one year of which was spent in French waters. He was discharged last summer as a machinist's mate first class, and immediately returned to Phoenix.

Upon his return here he entered the employ of Ferguson and Keeler, with whom he remained up to the present change.

In Pope the Southern Motors has placed at the head of their sales organization one of the best equipped automobile men in the city. He has long been recognized as a salesman of considerable ability, and a man who thoroughly understood the automobile market.

In line with their policy of obtaining the best men obtainable to market their cars, the Southern Motors has also acquired the services of Capt. H. C. Russell as a salesman. Russell has been here since his retirement from the service and has acquired a large circle of friends. Other salesmen who are associated with the Southern Motors are J. H. Allen and R. Kane. Pope, the new general sales manager of the company, which expects to put the Moon and Allen cars on the map in Arizona will leave this morning for the southern part of the state where he will establish agencies in Tucson, Nogales and Bisbee.

He will make the trip in an Allen car. One of the best features about establishing agencies at the present time is that Pope is in a position to guarantee immediate deliveries on both the Moon and the Allen.

The Southern Motors which operates in Los Angeles, Portland, Seattle and Pendleton, under another name is one of the biggest motor concerns in the west. They are at present negotiating for permanent quarters in this city, and expect to announce plans for their new building within a short time.

### PILING IT ON

(Edinburgh Scotsman)  
Conductor (to bus driver, who has been pulling up constantly within the last few hundred yards)—"Had time for cobbles, Bill. People ain't wearin' their boots out much. 'Ere's a bloke wants yer to pull up again at the next 'ouse w' the blue blinds."

Driver (sarcastically)—"Ho! Yies! Ask 'm what part of the 'ouse 'e'd like to be driv' to—inter the parlor w' the family, or hup to 's room in the hattie. We're only 'ere to erbidge!"

### THE MOST HUMAN BIRDS

(Argonaut, San Francisco)  
The penguins of the Antarctic region are the most human of all the bird family, walking upright and living in communities, quite unafraid of man.

## LOW GRADE FUEL FOR LATE TYPE ENGINES

A short time ago the refiners of petroleum products stopped the production of distillate, and as a result many engine users are wondering whether they will have to use high priced fuels such as gasoline.

So-called "gasoline" engines may properly be classified as light duty, usually ranging in size from 1½ to 20 horsepower, and heavy duty, from 20 horsepower up, and should be considered separately in connection with a discussion of fuel supply, according to W. T. Smith of Smith-Hughes and company, agents for Fairbanks-Morse and company, products.

The light duty engines built more than five years ago can seldom be successfully operated on any other fuel than gasoline or distillate. Most of them, and also some makes which are still being sold, have battery ignition, and are of the "hit and miss" governor type. If you have one of these engines better stick to gasoline for fuel, as any saving in lower price will be more than offset by trouble in keeping the engine going. A modern farm engine, however, such as the Fairbanks-Morse type "Z," being equipped with magneto, throttling governor, and a system of running for five or ten minutes on gasoline before turning on the main fuel tank can be very successfully operated on coal oil, or on tops where same is obtainable.

"Practically all engines from 20 horsepower and up which have been built in the past seven years are either built to operate on tops, or on even

## TWO MILLION CARS ARE BADLY NEEDED

BY BILLY FERGUSON

Of the Ferguson-Keeler Company immediately after the armistice was signed it was proposed to build enough automobiles during the year of grace 1919 to offset the shortage of more than a million cars occasioned by the war interruption of 1918. Of course no man could foresee the steel and coal strikes which were destined to so seriously hamper the production schedules of all manufacturers. The fact remains that they did occur and that their effect will continue to be felt for many months to come.

Authoritative statistics show that automobile production during 1919 barely kept pace with 1917. In the meantime the demand has increased at an unprecedented rate. As a result, it is conservatively estimated by those in closest touch with the situation that there exists at the present moment an unsupplied demand for 2,000,000 cars. In our own business this condition is most clearly reflected in the position in which Oldsmobile dealers find themselves today. In normal times dealers accumulate stocks of cars during the winter for spring delivery. This winter practically no reserves

whatever have been built up. Almost without exception every passenger car and truck shipped from our factories during the entire winter has been anxiously awaited by some prospective user.

What will happen when spring comes? Just this: Literally thousands of people who have procrastinated will endeavor to place orders for cars, only to find that they must take their places on a long waiting list. There is not the slightest vestige of doubt but that many such spring orders will not be delivered until late summer.

Are you going to be among those to be disappointed? You have every reason to expect to be unless you place the order for your Oldsmobile now before the first spring zephyr reminds the world that it won't be happy next summer unless it can motor.

This warning is offered in friendly vein to the many Oldsmobile enthusiasts who we know would be greatly disappointed should they be unable to secure the car of their choice. We hope we may have no occasion to say we told you so.

### A FAIR TRIAL DEMANDED

(Houston Post)  
Mr. Pinfeather—Don't you think if I should go away from a time you could learn to love me? You know, absence makes the heart grow fonder.  
Miss Marbleheart—You might try it. But be sure to go far enough and stay long enough.

## RECORD TRIP MADE ON COAST HIGHWAY

From Oakland to Los Angeles and return for \$2.78 is the record claimed by a party of Oakland motorists. Driving a Chevrolet "EB," "Bill" Stutz, A. L. Warrington, W. M. Meyers, F. E. Smith and Jimmie Hatlow, started for Los Angeles to attend the opening of the speedway at 5 o'clock on the afternoon previous to the race. Warrington and Stutz alternated at the wheel. After driving all night the party reached Los Angeles in time for breakfast and a short rest before going out to the race course; but the fast time made was not the most interesting feature of the trip.

Stutz has a hobby of juggling with figures. He seems unable to forget that the war is over and that he is not still wrestling with mathematical problems as a field artilleryman. So Stutz's notebook was in evidence.

At the start the speedometer showed that the "EB" had already been run 14,813 miles. On its return to Oakland the Chevrolet had traveled 15,647 miles, giving a total of 30,460 miles for the trip. In covering this distance the Chevrolet consumed 56 gallons of gasoline at a cost of \$11.66. Ten quarts of oil were used at a cost of \$3.00, making a total cost of \$14.66 for the round trip, or \$0.176 per car mile. This figure is one-third of one cent per mile per passenger, or \$2.78 per passenger for the entire trip, just \$2.78 below the railroad fare.

## FRANKLIN FACTORY SPEEDS UP RAPIDLY

With a total of 285 cars for a week (a total of five and a half working days) all previous production records of the Franklin Automobile company were smashed, according to advices just received from the factory at Syracuse, N. Y. This means a car completed every ten minutes of the working day—a remarkable record, in view of the fact that when the armistice was signed on November 11, 1918, the company was an 100 per cent war basis. Within the short space of a year production had to be brought up from the zero point, and within that same period almost 10,000 cars were produced.

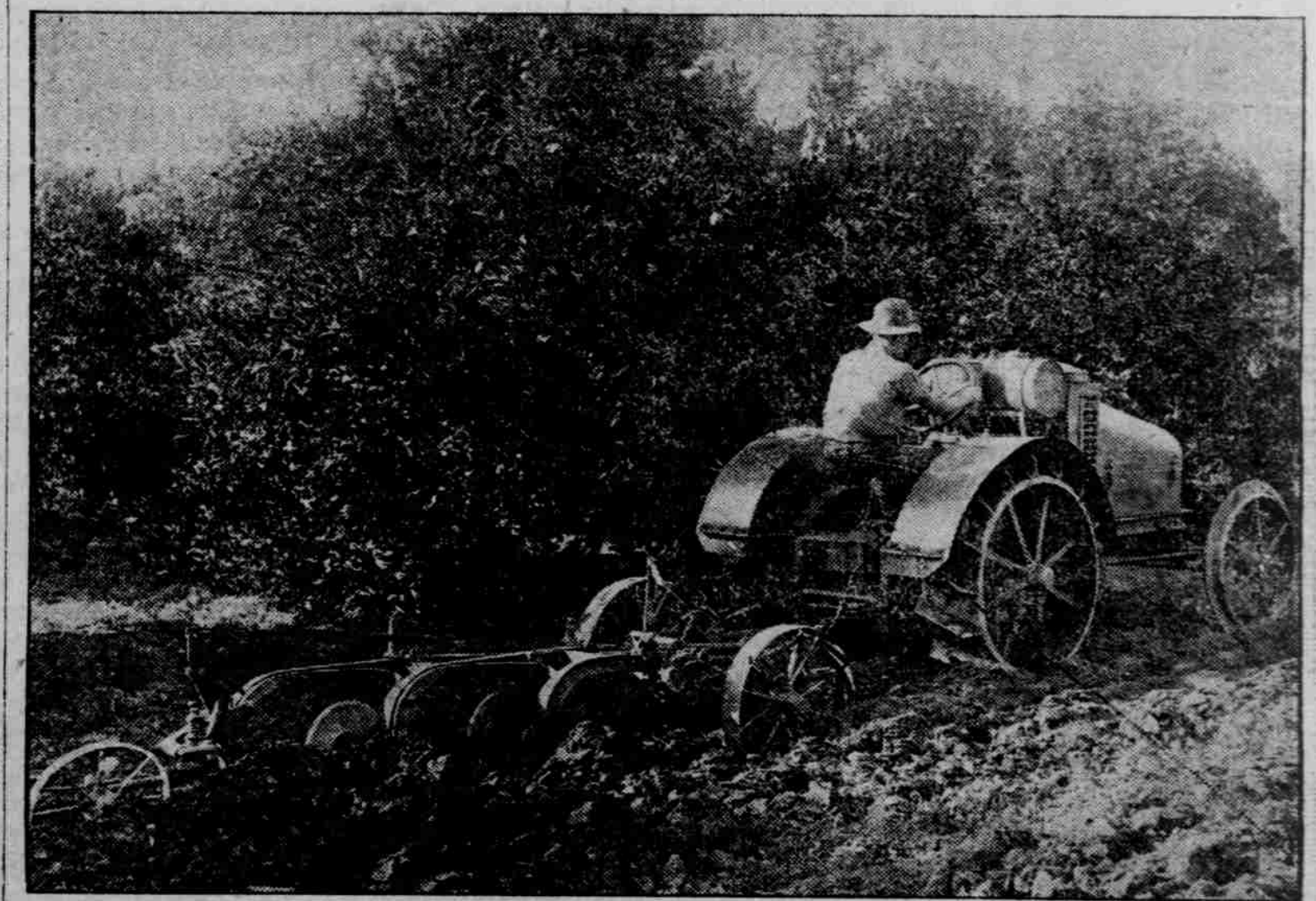
Despite the best efforts of the factory to catch up, the Franklin company finds itself with unfilled orders on its books which alone will take three months to fill. In order to meet this heavy demand it has been found necessary to maintain a night force of 400 men, and this number will be doubled by midsummer. The Syracuse plant, which is the largest in that city, now employs 4400 persons, with a payroll amounting to more than \$6,000,000 a year. The company is expending \$700,000 in new buildings at the present time. One of these, a large seven-story structure, will be ready for occupancy September 1, and will add 150,000 square feet to the total floor space, which will then aggregate over 23 acres. The present production of better

than 50 cars daily is entirely insufficient, and factory officials report insistent demands for cars from all parts of the country. Within a few weeks the schedule will advance to 18,000 cars per year. Some idea of the progress the Franklin company has made may be noted from the fact that in 1915 the floor space amounted to but six and one-half acres and the annual production only 3400 cars. Plans for 1920 include addition of a half million square feet of floor space, and when this is completed the total floor space of the Franklin factories will aggregate thirty-four and one-half acres.

### TIMELY ADVICE

If you would keep the wolf from the door don't invite him into the front yard with tid-bits of extravagance.

## International Tractor Working On Valley Fruit Ranch Near Here



"It's the diversified uses to which an International tractor can be put that is one thing that makes them worth their weight in gold to a Salt River valley rancher," says Ernest G. Coan, advertising manager of the O. S. Stapley company, distributors of the well known International and Titan tractors. "When not furnishing lots

of cheap power for preparing the seed bed in the field, their construction makes them most suitable for orchard work. An operator can get them close to the trees without injuring the fruit, and being so easily hauled and turned in a short space, makes the machine a regular chore boy in the orchard."

The local firm has enjoyed a big sale on these motor driven machines throughout the valley this year. "The fact is," stated an official of the firm, "we could without doubt have sold twice as many as we have delivered if the factory could have furnished us with machines."